SYSTEMS AND METHODS FOR VALIDATION OF SALES LEADS

ABSTRACT OF THE DISCLOSURE

The invention provides systems and methods for processing sales leads. Illustratively,

5   the invention provides a method for validating a new sales lead from an agent employed in a

sales lead processing entity, the method comprising: inputting new sales lead information

representing a new sales lead from an agent using an agent computer interface; transmitting the

new sales lead information to a lead processing portion, the lead processing portion having a

leads memory portion, the leads memory portion storing existing sales lead information relating

10   to existing sales leads; comparing the new sales lead information with the existing sales lead

information; determining if there is a match between the new sales lead information and any of

the existing sales lead information; and tagging the new sales lead information as a duplicate

lead based on a determination that there is a match between the new sales lead information and

any of the existing sales lead information.   \

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